

*The*



# AMERICAN PERFUMER

AND ESSENTIAL OIL REVIEW



OCTOBER  
1907

Mucha

SELLING AGENTS  
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114 John Street, New York.

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GIVAUDAN SYNTHETIC SPECIALTIES. }  
PURITAN BRAND ESSENTIAL OILS. }

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MUST BE A REASON FOR IT.

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Established 1863

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Established 1863

Factories: **LEIPZIG** and **RIESA** a. d. **ELBE**, Germany, **GRASSE**, France.

**FINE ESSENTIAL OILS and INGREDIENTS for the Manufacture of PERFUMES, SOAPS, Etc.**

**Production of the natural French Flower-Extracts in our laboratories in GRASSE, France.**

Our highly concentrated **HEIKO FLOWER-OILS** are the **latest** and **most valuable achievements** for modern perfumery.

They are based upon the extracts of *fresh flowers* which are freed from all inert and inodoriferous matter and *reinforced* by such synthetic components that have been proved by scientific research to be *present* in the *natural flowers*.

## Heiko - Lily

THE HIGHEST ACHIEVEMENT OF A LILY OF THE VALLEY ODOR SO FAR PRODUCED.

Of exquisite fragrance and surprising fidelity to the natural flower-odor.

## Heiko - Neroli

A perfect substitute even for the best natural brands of French Neroli Oils.

## Heiko - Violet

THE MOST PERFECT VIOLET PREPARATION EVER OFFERED TO THE TRADE.

Imparts the character of the most modern French Extracts.

**Production of the natural German Flower-Extracts from flowers grown on our plantations, near Leipzig.**

This explains their *surprising fidelity to nature*, combined with the *highest possible concentration*.

They are besides *very economical* in use, as a *1 per cent.* alcoholic solution of any of them may be successfully substituted for a *strong first pomade-washing* into any good working formula.

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WE are owners of U. S. Patents No. 702,126 and 765,469, and in consequence will prosecute all who infringe, to the fullest extent of the law. . . . .

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273 Pearl St., New York.



Established 1853

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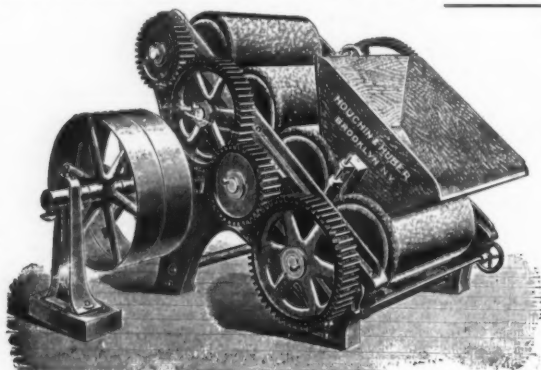
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*Labels  
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*Patent Department*

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### Needs—

ROSE SYNTHETIC, ROSEOL,  
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ROSE SYNTHETIC will replace otto to a very great extent.

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## THIS DESIGN MAY BE SECURED

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There will be some manufacturers who will say they do not want a design that has been seen by competitors. The same may be said of paintings and other works of art, which after inspection for years by intending purchasers are bought by those who are alive to their interests. No design, no matter how beautiful, will be accepted by all—indeed, many of our best efforts have gone begging from house to house, and in the end have become the best sellers.

The fact remains, that in publishing them in an exclusive trade journal, the purchasing public has not seen them and they are the ones to be considered.

Write us for prices on exclusive use.

We have also about fifty other new designs which are now ready for next years line. If you will give us a title on which to work, also stating largest quantity you can use we will get up a complete printed package, and if it is not better than you expect to see, you are under no obligations to accept same.

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370 Gerard Avenue 372

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*Design printed from half tone plates.*







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**C. H. FORSMAN CO.**

370 Gerard Avenue 372  
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# THE AMERICAN PERFUMER

AND

## ESSENTIAL OIL REVIEW

TWO DOLLARS A YEAR  
TWENTY CENTS A COPY

NEW YORK, OCTOBER, 1907.

Vol. II, No. 8.

### THE AMERICAN PERFUMER

AND ESSENTIAL OIL REVIEW  
PUBLISHED MONTHLY

#### THE PERFUMER PUBLISHING COMPANY,

LOUIS SPENCER LEVY, President, 100 William St., }  
CLIFTON H. LEVY, Treasurer, 71 Nassau St., } New York.  
G. H. MANN, Secretary, 15 William St.

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#### CONTENTS.

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IT SELLS IT - - - - -	135
THE SCIENTIFIC BASIS - - - - -	136
THE PARCELS POST - - - - -	136
LEMON - - - - -	137
PARFUM DE JEUNESSE—L. HEARN - - - - -	137
PURE FOOD, DRUGS ACT—S. ISERMANN - - - - -	138
TRADE-MARK PROTECTION—S. E. DARBY - - - - -	140
CO-OPERATION IN PURE FOOD REGULATION - - - - -	141
NATIONAL FOOD AND DRUGS COMMISSION RULING - - - - -	142
THE MANUFACTURING PERFUMERS' ASSOCIATION - - - - -	143
THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION MEETING - - - - -	144
THEY WANT TO KNOW - - - - -	146
FOREIGN CORRESPONDENCE - - - - -	148
IN THE TRADE - - - - -	149
ON THE SCENT - - - - -	149
PATENT OFFICE ENTRIES - - - - -	150
EXTRACT MANUFACTURERS TO MEET - - - - -	151
MARKET REPORT AND PRICE CURRENT - - - - -	152

### IT SELLS IT!

Will it help the sales? is the question which naturally arises when the matter of the PACKAGE is raised. The package means more than bottle or box alone. It means all that goes to make the external effect of any goods, whether perfume, soap, toilet-article or flavoring extract. The purchaser is influenced by appearances even more than he (or more oftener she) admits even to himself.

The study expended upon the novel package, the catchy label, the distinctive whole is an important element in increasing sales. The manufacturer may know that the contents of the bottle or box is at least as good as that of his competitor, but how is the public to suspect the superiority of one over the other? The artistic quality of the exterior, with or without reason, is generally held to be indicative of the superior quality of the contents of the package. And this, too, has its psychological reason. The purchaser, even though unconsciously, is persuaded, that the manufacturer who manifests care in the wrappings of his goods is no less careful in the making of the goods themselves. In this stage of keen competition the effect of a package, of the carton, the shape of bottle or box, the appropriateness, and artistic conformity of label and all, go far towards making sales, not only with the consumer, but with the retail merchant as well. The merchant buys what will make an effective showing, because he knows that what looks well should sell well, and the manufacturer who expends time and money upon all these details of the exterior spends his time and money to good purpose.

How to attain the best results most economically is one of the problems with which the busy manufacturer is deeply concerned. If he be wise he will not rely upon his own ability, and taste alone. He may know all about making a Violet Extract, and yet have very primitive ideas as to bottle and label. He may understand all of the details of making a fine toilet soap, and yet forget that the shape of the cake, the wrapping and lithographing help materially in bringing it to the attention of prospective customers. He may manufacture a splendid Flavoring Extract, and know exactly how to label it according to the Pure Food Laws,

but if the package be forbidding in appearance his competitor, who makes an inferior article and puts it up tastily, will outsell him far.

The best method for the manufacturer to follow is to consult with experts who make a specialty of the package question in all its variations, bottle, box, carton and label. The specialist alone knows what has been done and what is possible, along original lines. We need his advice, and if we know that all too often it is the package that sells the goods we are foolish, indeed, if we do not consult the best authorities when we need help in this department.

A study of what these experts are doing and have done is the safest index to what they can do. When we want help of this kind the best and most skilled aid is the cheapest, no matter what the initial cost may be.

The package sells the goods and he who can give us the finest, most appropriate, most appealing package is the man we need.

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#### THE SCIENTIFIC BASIS.

We can never know too much about our business. But how many care to go into all the tedious details which make success approximately certain? In the pages of this REVIEW we present from month to month the results of much special scientific work done by original investigators in all parts of the world, for the information and assistance of our readers. We are aware of the demand in some quarters for lighter and more general matter, but we believe that in the end we serve our friends most truly by giving them the real help which comes from the original investigators.

The Perfumer, Soap-maker, Manufacturer of Toilet Articles or Flavoring Extracts who has not at his command a very broad knowledge of the materials with which he deals must fail because of his ignorance. The man who starts business, without the least knowledge of chemistry, having a few borrowed or stolen formulæ, and tries to compete with men of deep knowledge and broad experience has no right to expect anything more than failure.

It is not easy to master all of the intricacies of materials and processes which are needed by the Perfumer, for instance. The weakness of the mere experimenter who understands little of the nature of the products with which he works and less of the chemical changes brought about by their combination, has been felt by more than one would-be manufacturer. How can he hope to cope with those very delicate processes that should be employed daily in his laboratory?

It is admitted that the books and manuals published upon the subjects with which we have to do are helpful chiefly

to those who have a good background of scientific training with which to begin.

The fact is that our knowledge of Essential or Volatile Oils is even yet very imperfect, and because of this inexactness of our information all the light that can possibly be shed upon their nature or characteristics is to be eagerly welcomed.

Take the matter of Lemon Oil alone. How inexact are the truly scientific data concerning that very common Oil, so widely and long in use! The comparatively simple matter of ascertaining the Citral content has been the subject of considerable controversy and many amendments as to procedure. The question of Pinene content is one that is uppermost now, and it is contended by authorities of considerable weight that the most soluble and higher quality oils show considerable Pinene, under natural conditions. Yet other chemists contend that the presence of a large proportion of Pinene is an indication of poor quality—or possible adulteration.

This is only a single instance of our present lack of precise information concerning a very common Oil. What is to be said of the rarer Oils, and of those the analysis of which is more difficult?

The moral towards which these reflections point with unerring finger is that we can never know too much about these Oils, and that for many years to come we must keep mind and eye open for the light that comes from any and all investigations of the nature of these evanescent and delicate materials.

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#### THE PARCELS POST.

There is something intensely narrow about the attempted action of organizations like the N. W. D. A. in connection with the Parcels Post question. That through a fancied danger to their business from mail order houses they should be so lacking in public spirit as to continue to hold the United States back in this regard is quite astonishing.

According to the Postmaster-General he will suggest to the next Congress many modifications in the Postal regulations, especially as to Parcels Post, and it is sincerely to be hoped that the needs of the people will prevail against the machinations of the express companies and special narrow interests.

It is a pleasure to announce that the resolutions against this necessary reform of our postal system was referred to a committee, and not adopted at the convention in Denver. That which benefits the entire country must help all of the merchants in it, even though we do not see precisely how this will come about and are prejudiced against any change.

## LEMON.

The matter of the admission of the Lemon Oil held up by the New York Custom House has not yet been settled, but it will certainly be adjusted ere long, for it has had a most disastrous effect upon business, bringing no very favorable comments upon the methods employed.

It is probable that those oils suspected of least imperfection will be admitted, and possibly all of the Oil held up on account of Pinene content.

Moreover, special appeals have been made to the U. S. Government to make a thorough study and investigation of the subject of Lemon Oil in Sicily, in all the various localities, so that these deplorable mistakes may be avoided hereafter. It will probably be necessary for the Government to send special representatives to Sicily towards the end of December to examine into the New Crop conditions on the spot, and prevent a repetition of this awkward situation which has done so much harm to importers and consumers alike.

## PARFUM DE JEUNESSE.

BY LAFACADIO HEARN.

"I remember,"—said an old friend, telling me the romance of his youth,—“that I could always find her cloak in the cloakroom without a light, when it was time to take her home. I used to know it in the dark, because it had the smell of sweet new milk. \* \* \*

Which set me somehow to thinking of English dawns, the scent of hayfields, the fragrance of hawthorn days;—and cluster after cluster of memories lighted up in succession through a great arc of remembrance that flashed over half a lifetime even before my friend's last words had ceased to sound in my ears. And then recollection smouldered into reverie,—a reverie about the riddle of the odor of youth.

That quality of the *parfum de jeunesse* which my friend described is not uncommon,—though I fancy that it belongs to Northern rather than to Southern races. It signifies perfect health and splendid vigor. But there are other and more delicate varieties of the attraction. Sometimes it may cause you to think of precious gums or spices from the uttermost tropics; sometimes it is a thin, thin sweetness,—like a ghost of musk. It is not personal (though physical personality certainly has an odor): it is the fragrance of a season,—of the springtime of life. But even as the fragrance of spring, though everywhere a passing delight, varies with country and climate, so varies the fragrance of youth.

Whether it be of one sex more than of another were difficult to say. We notice it chiefly in girls and in children with long hair, probably because it dwells especially in the hair. But it is always independent of artifice as the sweetness of the wild violet is. It belongs to the youth of the savage not less than to the youth of the civilized,—to the adolescence of the peasant not less than to that of the prince. It is not found in the sickly and the feeble, but only in perfect joyous health. Perhaps, like beauty, it may

have some vague general relation to conditions ethical. Individual odors assuredly have,—as the discrimination of the dog gives witness.

Evolutionists have suggested that the pleasure we find in the perfume of a flower may be an emotional reflection from æons enormously remote, when such odor announced, to forms of ancestral life far lower than human, the presence of savory food. To what organic memory of association might be due, upon the same hypothesis, our pleasure in the perfume of youth?

Perhaps there were ages in which that perfume had significances more definite and special than any which we can now attach to it. Like the pleasure yielded by the fragrance of flowers, the pleasure given by the healthy fragrance of a young body may be, partly at least, a survival from some era in which odorous impressions made direct appeal to the simplest of life-serving impulses. Long dissociated from such possible primitive relation, odor of blossom and odor of youth alike have now become for us excitants of the higher emotional life,—of vague but voluminous and supremely delicate æsthetic feeling.

Like the feeling awakened by beauty, the pleasure of odor is a pleasure of remembrance,—is the magical appeal of a sensation to countless memories of countless lives. And even as the scent of a blossom evokes the ghosts of feelings experienced in millions of millions of unrecorded springs,—so the fragrance of youth bestirs within us the spectral survival of sensations associated with every vernal cycle of all the human existence that has vanished behind us.

And this fragrance of fresh being likewise makes invocation to ideal sentiment,—to parental scarcely less than to amorous tenderness,—because conjoined through immeasurable time with the charm and the beauty of childhood. Out of night and death is summoned by its necromancy more than a shadowy thrill from the rapture of perished passion,—more than a phantom-reflex from the delight of countless bridals;—even something also of the ecstasy of pressing lips of caress to the silky head of the first-born,—faint refluence from the forgotten joy of myriad millions of buried mothers.

The fact of advancing prices, especially in the Flavoring Extract line, is at last being recognized by the press, and the people too will soon see that if they want pure food goods they must pay for them. Attention has been called to the advance in the prices of Oil of Lemon, Vanilla Beans, Oil of Orange and all other materials of quality. But pure foods are worth the price, if anything is.

Fels & Co. have filed papers with the Interstate Commerce Commission against eight leading railroad companies, charging them with having imposed excessive freight rates. The basis for the plea is a decision of the commission in 1903, when it was decided, the soap firm alleges, that soap should be rated by the carriers at not more than fourth class freight.

The petition just filed accuses the roads of having charged fifth class rates for carloads, while less than carloads were placed in a class 20 per cent. less than third class, but more expensive than fourth class.

## THE PURE FOOD AND DRUGS ACT AS IT PERTAINS TO THE BARBER SUPPLY BUSINESS.

A paper read by Mr. SAMUEL ISERMANN, of Van Dyk & Co., New York, before the Convention of the Barbers' Supply Dealers' Trade Association of America, on the 10th Day of September, 1907.

(Continued from September number.)

So a label which describes an article as "Delightful, Healing and Refreshing for the Face," would, so far as it claims "healing" properties, become a "drug" within the meaning of the act. I might say that if all this particular label contained was the words, "Delightful and Refreshing for the Face," it would not be within the law.

Some labels are on the border line, and it is difficult to determine whether they are within the law or not. In such cases each particular label must be specially considered with reference to the meaning and intent of the law.

There are still other labels which are clearly outside the law, as "The Thing After Shaving," "Invigorating and Healthful."

Now, let me dissect the articles manufactured by the barber supply dealers and see how and in which respect they come within the meaning of the Act.

As to the percentage of alcohol, nearly all liquid preparations manufactured by the barber supply people contain alcohol. Now, if the article claims some curative properties, or is used for mitigation or prevention of disease, as stated previously, it becomes a drug within the meaning of the law, and whether the proportion is official in the United States Pharmacopoeia or National Formulary or not, the percentage of alcohol, by volume, must be stated on the label.

Under this heading would come all hair tonics, dandruff cures, antiseptic lotions, liquid shampoo, tonic shampoo, headache colognes, freckle lotions, Eau de Quinine, witch hazel, whether plain or perfumed, dry shampoo, tooth and mouth wash and some toilet waters where some of the medicinal properties mentioned are claimed.

2d. As to articles which do not contain alcohol, like hair pomades, paste shampoo, massage cream, face cream, cold cream, glycerine lotions, talcum and face powders, tooth paste, skin food, when curative properties are claimed, they become a drug within the meaning of the act and therefore must conform with the law as prescribed.

If any of the articles described or a similar one contain no drugs as mentioned in Regulation No. 28 of the Rules and Regulations for the enforcement of the food and drugs act, all that is required, in order to comply with the law, is to have a guarantee label affixed to the package, name and place of manufacturer to appear on the label. It is understood that no fictitious name is allowed to be used. This is true of all drug products, whether official in the U. S. P. or N. F. or not.

In case the article does contain a drug mentioned in Regulation No. 28, as, for instance, a shampoo paste containing chloral hydrate for the destroying of dandruff, the

fact must appear on the label, giving quantity used to each ounce. Example:

Blank's  
Celebrated  
Shampoo Paste  
Chloral Hydrate 5 grains to  
each ounce.  
The best shampoo for the curing  
and destroying of Dandruff.  
Manufactured by  
BLANK & Co.,  
St. Louis, Mo.  
Guaranteed under  
The Pure Food and Drugs Act,  
June 30, 1907.

Serial Number—41144.

As to the giving of formulas on label other than the proportions or percentage of alcohol and the drugs mentioned in the Regulation No. 28, it is not necessary. This is also true of all drug preparations, whether official in the U. S. P. or N. F. or not.

I would also advise the members of this Association to keep themselves posted as to the amendments, if I may so call them, or changes of decisions that may come up from time to time. This will eventually save a lot of unnecessary trouble and expense.

I want to make it clear to this Association that they should not imagine that the department is falling asleep on the question of trying to enforce the Pure Food Law. I understand, and it is from very good quarters, that the department at present is working very hard in the way of analyzing samples of food and drug products and they, no doubt, will jump up all at once and will prosecute cases of adulteration and misbranding within the meaning of the Act. I also understand that at the present time there are being a good many cases of essential oils held up at the Custom House for not being up to the standard as to quality, strength, etc.

For the most part they are oils which interest the barbers supply dealers.

As to bay rum and cologne water:

These articles are contained in the Appendix to the National Formulary, 3d edition, 1906.

In reference to the Appendix to the National Formulary, the Department of Agriculture has handed down an opinion, "F. I. D. 59," in which, by way of reply to a number of inquiries as to whether the appendix in ques-



tion should be construed as part and parcel of the book, it calls attention that on page four of the Preface it is distinctly stated that the formulæ collected in the appendix of the N. F. are no longer designated as N. F. preparations. That is to say, as provisions under the National Formulary. The decision in question adds that "This shows that these formulas are not integral parts of the book under the law which consider only those products of the N. F. recognized as such by this authority. By this it is understood if a drug product is sold under a name contained in the appendix of the N. F., it will not be necessary for such product to conform to the standard indicated by the formula or to declare upon the label its own standard, strength, quality and purity. Such an article will, however, be subject to the law in other respects as in the case of other medicinal properties not recognized by the U. S. P. or N. F."

Inasmuch as many seem to be of the impression that these articles, bay rum and cologne water, come within the provisions of the Food and Drugs Act, and by that Act are considered as drugs, this decision just quoted, which seems to hold the contrary view, is very important. It seems to me that this decision clearly says that bay rum and cologne water do not come within the law, and are not "drugs," and this is so, since the appendix forms no part of the formulary, therefore the conclusion is that bay rum and cologne water, having no medicinal properties and no claim being made on the label to that effect, they cannot be considered a drug any more than a toilet water can be considered a drug.

In connection with bay rum, this particular situation is noted. The formula given in the appendix of the N. F. is not bay rum in the true meaning of the word. It is palpably a misnomer and is nothing other than a mixture of bay oil and other oils with alcohol and water. As there is no doubt in my mind that there can be only one kind of bay rum, and this is the distilled bay rum, the others might be called "imitation of bay rum."

For the information of those interested, I give the formula for bay rum as contained in the Appendix of the N. F.:

## BAY RUM FORMULA.

Oil Myrciæ (Bay)	16 c.c....	½ oz. fl.
Oil Orange	1 c.c....	15 min. "
Oil Pimento	1 c.c....	15 min. "
Alcohol	1,220 c.c....	39 oz. "

Water enough to make 2,000 c.c.. 64 oz. fl.

A number of questions have been submitted to me, which I shall now attempt to answer.

1. "Is an article misbranded, called *Eau de Quinine Tonic (Tonic)*, which by long usage has come to represent a generic term or name?"

I am of the opinion that the article would not be misbranded if the principal constituent was quinine. The law does not allow the use of a name which is descriptive of the character of the article unless that article is the principal constituent, or unless it contain at least as much of the article of the designated name as any of the other ingredients, or unless it is the preponderating medicinal agent.

Usually *Eau de Quinine* contains more than one in-

gredient, of medicinal value, and, this being so, in view of subdivision (f), Regulation 17, which holds, "An article containing more than one food product or active medicinal agent is misbranded if named after a single constituent," *Eau de Quinine*, when so made up, should, to be within the law, be marked "Compound." For instance:

*Eau de Quinine Tonic Compound*

Contains 68% alcohol by volume,

and if other medicinal articles, covered by Regulation 28 (f) are used, it should be stated on the label, as, for example, "Chloral Hydrate 4½ grains to each ounce."

2. "Is an article misbranded called '*Eau de Quinine Tonic*' if the compound, among other ingredients, contains quinine?"

This question seems to be entirely covered by the answer to the foregoing question, and calls for no further explanation.

3. "Can Wood Alcohol (Methyl Alcohol) be used in a toilet water for which no curative properties are claimed?"

In replying to this question I shall also take up the whole question of wood alcohol.

The law seems to be very plain. Regulation 28, subdivision (a), promulgated under Section 8 of the Food and Drugs Act, reads:

The term "alcohol" is defined to mean common or ethyl alcohol. No other kind of alcohol is permissible in the manufacture of drugs except as specified in the U. S. P. and N. F.

I entirely agree with the above regulation, and believe that the use of wood alcohol is prohibited. There are many dealers who have concluded to use wood alcohol and are using it, either because they are willing to take the chance or because they do not think it is prohibited by law, and that they will continue to do so. If the regulation quoted correctly states the intention of the law, it will be up to those dealers to take the consequences of the infraction. Of course, it will be some time before the authorities get around to this phase of the law. But I believe that the intention of the law to prohibit the use of wood alcohol is a desirable thing. While wood alcohol is not in toilet waters a grave and awfully dangerous element, it is nevertheless injurious to a very great extent.

Specifically answering the last question: As toilet waters do not, in my opinion, come within the meaning of "drugs" and are, therefore, not within the law, wood alcohol, if it may be used at all, may be used in such preparations, without any statement that they contain wood alcohol, provided no medicinal properties are claimed for them.

A large majority of dealers, though they are using wood alcohol, would be very glad if its use were entirely done away with. To this end, I would suggest that the dealers present a petition to the proper authorities asking that all dealers who use wood alcohol in toilet water and perfumes shall be compelled to so state on the label and that the label be marked "Poison for External Use Only." The effect of this would necessarily be that ultimately the use of wood alcohol would be done away with. A consumer seeing a poison label on a bottle would be loth to use the article, and the result that would follow would be that all dealers would have to fall in line and discontinue the use of wood alcohol.

(To be continued.)





## TRADE-MARK PROTECTION.

By SAMUEL E. DARBY, Esq.

(Continued from September number.)

The supplemental Act of May 4, 1906, also provides that on a single application for registration of a trade-mark the trade-mark may be registered at the option of the applicant for any or all goods upon which the trade-mark has actually been used and comprised in a single class of merchandise, provided the particular description of goods be stated. Consequently an application for registration of a trade-mark should not include merchandise of substantially different descriptive properties, and the statement of the class and particular description of merchandise comprised in such class to which the trade-mark is appropriated must be reasonably definite and clear so that the public may be informed of the extent of the right claimed under the registration. Since the registration is of the trade-mark as actually used in commerce, it follows that statements contained in the application as to what are, or what are not, the prominent or essential characteristics of the Mark sought to be registered, are not ordinarily allowed, and even where allowed such statements can neither limit nor broaden the scope of the registration nor the rights under it. The extent of the rights secured by registration, with reference to the character of the goods or merchandise upon which the trade-mark is used is the same as under the law of 1881, and the nature of the right is not changed by registration. The registration of a trade-mark for perfume does not affect, nor is it affected by, the registration of the same mark for some other class of merchandise as shoes or chairs.

The Patent Office requires that five specimens or fac-similes of the trade-mark as actually used upon the goods be filed with the application, in addition to a drawing which latter is required to be a fac-simile of the mark as actually used. The drawing and the description, where description is required or permitted, must agree as to all the details of the mark as actually used, and whether the features are regarded as material or not.

Section 2 of the Statute provides that the application, in order to create any right whatever in favor of the party filing it, must be accompanied by a written declaration verified by the applicant, or by a member of the firm or an officer of the corporation or association applying, to the effect that the applicant believes himself or the firm, corporation or association in whose behalf he makes the application, to be the owner of the trade-mark sought to be registered, and that no other person, firm, corporation or association, to the best of applicant's knowledge and belief, has the right to such use, either in the identical form or in any such near resemblance thereto as might be calculated to deceive; that such trade-mark is used in commerce among the several States, or with foreign nations, or with Indian Tribes, and that the description and drawings presented truly represent the trade-mark sought to be regis-

tered. If the applicant resides or is located in a foreign country, the statement required shall, in addition to the foregoing, set forth that the trade-mark has been registered by the applicant, or that an application for the registration thereof has been filed by him in the foreign country in which he resides or is located, and shall give the date of such registration, or the application therefor as the case may be, except that in the application in such cases it shall not be necessary to state that the mark has been used in commerce with the United States or among the States thereof. The verification required by this section may be made before any person within the United States authorized by law to administer oaths, or, when the applicant resides in a foreign country, before any minister, charge d'affaires, consul, or commercial agent holding commission under the Government of the United States, or before any notary public, judge, or magistrate having an official seal and authorized to administer oaths in the foreign country in which the applicant may be whose authority shall be proved by a certificate of a diplomatic or consular officer of the United States.

It is by virtue of the verification of the statement, as required by this section of the Statute, that the registration of a trade-mark creates the presumption that the applicant for the registration is the true and lawful owner of and has the sole and exclusive right to the trade-mark, so registered, and was the first to adopt and use such mark, and that the mark, so registered, is a valid trade-mark. In order to overcome these presumptions attaching to a registration it is necessary to bring forward proof of clear and convincing character that the registered mark is not valid, that the registrant is not the first to adopt and use it, or is not the true and lawful owner, or does not have the sole and exclusive right to it. The burden is heavily upon one seeking to establish these conditions, or any of them, in the effort to overcome a registration, and it is in these presumptions attaching to a registration of a trade-mark that the value of registration largely lies. There are other advantages which will be hereafter noted in considering other sections of the Statute.

The verified statement required to be filed with an application for registration of a trade-mark practically marks the test of infringement of the trade-mark. If the trade-mark adopted and used by one person, firm, corporation or association, either in its *identical form*, or in *such near resemblance thereto as might be calculated to deceive*, then such other is an infringer upon the rights acquired by the first adopter and user of the mark.

M. F. Firmenich, of Chuit, Naef & Co., Geneva, is making a long trip in the company of Mr. W. G. Ungerer, and is expected back in New York early in November.

## CO-OPERATION IN PURE FOOD REGULATION.

The meeting of representatives from six States to fix regulations for the enforcement of the Pure Food Laws has resulted in some very interesting resolutions, which it is hoped will lead to united action on the part, not only of the States directly represented but also of other States to which these resolutions are to be submitted. Notwithstanding the criticism of some manufacturers, the weight of public opinion is behind these commissioners, and it is well to study the resolutions as formulated.

The State Food Commissioners present were: E. F. Ladd, North Dakota; J. Q. Emery, Wisconsin; E. K. Slater, Minnesota; A. H. Wheaton, South Dakota; A. H. Jones, Illinois; H. R. Wright, Iowa; Assistant Commissioners, H. E. Schuknecht, Illinois, and John McCabe, Minnesota; chemists, R. Fisher, Wisconsin; J. H. Shepard, South Dakota; Julius Hortvet, Minnesota; T. J. Bryan, Illinois, and United States chemists, A. S. Mitchell, St. Paul, and A. L. Winton, of Chicago, Ill.

The session adopted the following resolutions:

Resolved, That no artificial color should be permitted in vanilla extract.

Resolved, That a vanilla extract, complying with the standards of United States Circular 19, and containing not less than 40 per cent. of alcohol by volume, may be sold if the face label on both carton and bottle contains the following information:

First—Net weight or measure.

Second—Brand or trade-mark (optional).

Third—"Vanilla extract."

Fourth—Percentage of alcohol by volume.

Fifth—The true name and business address of the manufacturer.

Resolved, That the terms extracts, flavor, flavoring, spirits, essence and tincture as applied to solutions used for flavoring food products are held to be synonymous, but the use of any term in lieu of the word "extract" is deprecated as applied to flavoring solutions made from an aromatic plant or part of the plant.

Resolved, That any other flavoring extract recognized in United States Circular No. 19 and complying with the standard laid down in that circular and free from artificial color, may be sold if the face label on both bottle and carton contain the following information:

First—Net weight or measure.

Second—Brand or trade-mark (optional).

Third—Name of extract as recognized in Circular 19.

Fourth—Percentage of alcohol by volume.

Fifth—True name and address of manufacturer.

Resolved, That the use of alum or any other aluminum compound in prepared fruits, vegetables and condiments,

is injurious to health and unnecessary and should be prohibited.

Resolved, That compound jellies, jams and preserves containing glucose, cane sugar and fruit, may be sold if labeled:

First—Net weight or measure.

Second—Brand or trade-mark (optional).

Third—The word "compound" followed by the names and percentages of the ingredients and then with the word "Jelly," "Jam," or "Preserve," as the case may be, thus:

### COMPOUND.

30% Glucose.	30% Currants.
20% Cane syrup.	20% Apple.

### JELLY.

Fourth—True name and business address of the manufacturer.

Resolved, That in compound jellies, jams and preserves, before mentioned, no starch, gelatin, gum, added acid, artificial coloring matter, artificial sweetener or preservative will be permitted.

Resolved, That catsups conforming to the standards laid down in U. S. Circular 19, including freedom from artificial coloring matter and filters, may be lawfully sold. After December 1, 1908, the sale of catsup containing preservatives, except those mentioned in the standards, will be contested.

Resolved, That edible oils and fats complying with the standards of U. S. Circular 19 may be sold under the names there given. The name "Salad Oil" is not recognized as a descriptive or distinctive name for a simple oil, and its use as such is not approved. Mixtures of edible oils intended for salad purposes may be sold as "Salad Oil (a compound)," provided the names and proportionate amounts of the ingredients are plainly stated on the main label in the order of their predominance. Example:

First—Weight or measure.

Second—Brand of trade-mark (optional).

Third—Name. E. G.

Salad oil (a compound), composed of 50 per cent. cottonseed oil, 30 per cent. peanut oil, 20 per cent. sesame oil.

Fourth—The true name and business address of the manufacturer.

Resolved, That the sale of soda fountain syrup and crushed fruits containing any preservative other than sugar will be contested after December 1, 1908.

Resolved, That the addition of color to any vinegar constitutes an adulteration whether declared on the label or not.

Resolved, That solutions of artificial substances used for

flavoring and made to resemble the flavor of pineapple, strawberry, raspberry, banana, blackberry, etc., may be sold as "artificial pineapple flavor," "artificial strawberry flavor," etc., if free from artificial coloring and if the labels contain no statement or design whereby the purchaser may be misled into believing them prepared from the natural fruits and if the true extract cannot be made from the plant or part of the plant.

Resolved, That such terms as "extra quality," "first quality," etc., as applied to food products be deemed a misbranding unless the quality of the goods corresponds to the terms used.

Resolved, That the terms "double," "triple," etc., as applied to flavoring extracts be held to mean, respectively, two or three times the minimum strength required by the standard as given in United States Circular No. 19.

Resolved, further, That the term "concentrated," as applied to flavoring extracts is false and misleading.

Resolved, That solutions of coumarin and vanillin will be passed in the States here represented as properly labeled as to the name of the product, if they contain no artificial color and if labeled with the name or names of the flavoring principle or principles, together with the word "flavor," as "vanillin flavor," or "coumarin and vanillin flavor," etc., as the case may be.

Resolved, That a copy of the minutes of this meeting be submitted to the Food Commissioner of each State not here represented, with the request that he subscribe thereto in case goods so labeled would pass as properly branded in his State.

#### NATIONAL FOOD AND DRUG COMMISSION MAKES LIBERAL RULING.

To the relief and satisfaction of all manufacturers, wholesale and retail throughout the United States, the Board of Food and Drug Inspection of the Department of Agriculture made a compromise on September 26 in its final ruling on the time when the use of the old labels on drugs and foods should terminate. Although refusing to extend the time beyond October 1, as was asked by various interests in all parts of the country, the board decided to permit the use after October 1 of the old labels provided that such old labels have added to them sufficient stickers or supplemental labels to obliterate every erroneous statement in regard to names and addresses of manufacturers and to make them absolutely accurate in accordance with the labeling provisions of the Federal food and drugs law.

The statement issued by the board on the use of new labels and its permission to use old labels with stickers after October 1 follows:

"When the rules and regulations for the enforcement of the Food and Drugs act were issued by the three secretaries on October 16, 1906, one of the regulations provided that any labels printed and on hand on that day, which did not contain a misstatement as to character of contents but which were not in strict compliance with other requirements of the regulations, might be used without fear of prosecution until October 1, 1907.

"Recently the National Wholesale Grocers' Association

and individual wholesalers and jobbers throughout the United States requested the Board of Food and Drug Inspection to recommend to the three secretaries the extension of the privilege until October 1, 1908.

"After a careful consideration of the matter, the Board has unanimously decided to refuse to recommend such an extension. It is the opinion of the members of the board that sufficient time has elapsed for manufacturers, jobbers and wholesalers to adjust their business affairs to the terms of the law and of the regulations.

"It is apparent, from the letters received by the board, that the general impression exists that the use of corrected labels will not be permitted after October 1, 1907. This is an erroneous impression and is evidently gathered from the wording of regulation 17 of the Food and Drugs Act under paragraph (i), and more particularly from food inspection decision 43, which stated that, on and after October 1, 1907, the labels must be originally properly printed. This statement was merely advisory and conveyed a warning that further extension of the privilege need not be asked. It is desirable, of course, both from the standpoint of the Government officials who have charge of the enforcement of the law and from the viewpoint of the manufacturers, that the labels should be correct as originally printed.

"Any person has a right to use a label which is not false or deceptive in any particular, even though this result is arrived at through the use of stickers, erasures or other suitable means. Attention, however, is directed to the fact that misleading and deceptive statements must be obliterated. In other words, it is not sufficient, in the opinion of the board, that a deceptive statement should be allowed to remain on one portion of the label with a corrective statement upon another portion of the label."

#### LES HESPERIDEES.

##### SPECIAL PARIS CORRESPONDENCE.

The opinions here as to the formation of the Company dealing in the Citrus Oils under the name Les Hesperidees, announced in our last issue, differ most radically. Some see in the formation of this company the only way to secure Oils of good quality at anything like regular prices. It is hoped that this Company will bring about a reform in the method of handling the Messina Oils, so that purchasers will be certain of the quality of the Oils of Bergamot, Lemon or Orange purchased and that the prices will be fair, in accordance with the law of supply and demand.

On the other hand, there are some who see danger in the formation of the Hesperidees, fearing that the result will be a rise in prices, because those party to the Company do not produce a sufficiently large proportion of the total production, and must therefore go into the open market to purchase a part of their supply, thus increasing the price at critical times.

It seems wisest not to try to forecast the future, but to patiently wait and see what, if any, reforms, this Company will bring about. If it have any steadying effect upon the quality and prices of the Citrus Oils it will easily prove its value to the consuming public.

## THE MANUFACTURING PERFUMERS' ASSOCIATION.

The following is the list of Committees of the Association for the year, as just announced:

### STANDING COMMITTEES FOR 1907.

#### COMMITTEE ON LEGISLATION.

Alfred G. Wright, Chairman.....Rochester.  
Henry Dalley .....New York.  
James E. Davis.....Detroit.  
J. Clifton Buck.....Philadelphia.

#### COMMITTEE ON MEMBERSHIP.

Edwin H. Burr, Chairman.....New York.  
Clayton Rockhill .....New York.  
Edward V. Killeen.....New York.  
H. O. Brawner.....Baltimore.  
Percy Magnus.....New York.  
T. H. Grossmith.....New York.

#### COMMITTEE ON RESOLUTIONS.

James E. Davis, Chairman.....Detroit.  
Robert C. Eastman.....Cincinnati.  
Arauna M. Vail.....Philadelphia.  
A. D. Henderson.....New York.

#### COMMITTEE ON ENTERTAINMENT.

W. B. Robeson, Chairman.....New York.  
James M. Montgomery.....New York.  
Wm. G. Ungerer.....New York.  
F. E. Watermeyer.....New York.  
J. Edward Young, Jr.....New York.

#### COMMITTEE ON FREIGHT AND TRANSPORTATION.

(Including *Parcels Post*.)

Frederick F. Ingram, Chairman.....Detroit.  
Gilbert Colgate .....New York.  
Frank B. Marsh.....New York.  
Wm. Rieger .....San Francisco.  
C. W. Jennings.....Grand Rapids.  
Benj. I. Mott.....New York.

#### COMMITTEE ON TRADE INTERESTS.

Monroe P. Lind, Chairman.....Philadelphia.  
Wm. A. Bradley.....New York.  
Herbert G. Williams.....Rochester.

#### COMMITTEE ON FRATERNAL RELATIONS.

A. D. Henderson, Chairman.....New York.  
J. E. Davis.....Detroit.  
S. S. West.....Cleveland.  
A. B. Calisher.....New York.  
Augustin J. Hilbert.....Milwaukee.

#### COMMITTEE ON IMPORTATIONS AND UNDER VALUATIONS.

Richard A. Hudnut, Chairman.....New York.  
Henry Dalley .....New York.  
Joseph A. Brohel.....New York.  
Harry Schandein .....Philadelphia.

### SPECIAL COMMITTEES.

#### COMMITTEE ON TRADE MARKS.

Frank B. Marsh.....New York.  
Frederick K. Stearns.....Detroit.  
J. E. Allan.....St. Louis.

#### COMMITTEE ON CAMPAIGN OF EDUCATION.

D. H. McConnell.....New York.

Lately President Ricksecker sent out a letter to the members, dwelling upon some "thoughts and facts bearing upon our common interests."

*Advance in Prices.*—The increased cost of materials, Otto of Rose, Oils Bergamot, Lavender and others: Musk, Orris, cut glass, spirits, metal goods, packing cases, capping, ribbons, boxes, &c., can be met in two ways:

By deteriorating your goods or increasing your prices.

Your salesmen will choose the latter, if they fairly understand the real situation.

At least five perfumery houses have advanced their list prices of a number of articles to conform to the increased cost.

Some houses have issued entire new price-lists.

These advanced list prices include certain special bulk perfumes, some 50c. per pint, some \$2 per pint; powders, toilet waters and trial perfumes, \$1 gross. Some have minimized or practically abandoned sales of this last unprofitable number.

*Concessions.*—Since we can't agree on eliminating this evil (let us minimize it), is it not all the more reasonable that we should safeguard list prices to cover these wastes, present or prospective?

Talcum powder figures astonishingly large in the expenditures of the Hudson, N. J., Board of Freeholders. Talcum powder was one of the first things struck by the Senate investigating committee. There were bills galore for the powder. About 10,000 boxes of the stuff were sent to the Snake Hill county institutions, and lots of it was perfumed, too. The paupers and insane as well as the convicts were overwhelmed with it. All this powder, it appears, was supplied by a local concern in which a number of county officials were interested.

It is reported from Michigan that the yield in Peppermint Oil is lighter than usual, but prices are low, nevertheless. Miss Mary Clark has a fine farm near Galien, Mich., on which she has some eighty acres in Mint. It has been found that Peppermint can be successfully grown in some parts of Iowa, Robert Ulrath, of Britt, having realized some \$65.00 per acre this year, and he will plant 50 acres or more next year.



## THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION ANNUAL MEETING.

The thirty-third annual meeting of the N. W. D. A. was held in Denver, Colo., September 30-October 4, being very well attended, some fifty-five members were added to the list. The reports of the various committees formed the basis of most of the discussion, resulting in various resolutions leading to further united action. The officers elected for the ensuing year were:

President—Edgar D. Taylor, Richmond.

Vice-Presidents—W. C. Shurtleff, Chicago; L. B. Bridgman, Denver; F. C. Herrington, Burlington, Vt.; Ludwig Schiff, Los Angeles, Cal., and E. Berger, Tampa, Fla.

Secretary—J. E. Toms, New York.

Treasurer—S. E. Strong, Cleveland.

Members of Board of Control—F. L. Carter, Albert Plaut, W. J. Mooney, Charles Gibson, and W. B. Strong.

The next session is to be held at Atlantic City in the fourth week of September, 1908. Among the various reports submitted, two are of special interest to our readers, and these are presented here.

### REPORT OF COMMITTEE ON ADULTERATIONS.

BY A. C. STALLMAN, CHAIRMAN.

Your Special Committee on Adulterations begs to report: It has been deemed impractical to collect any large number of samples of drugs and have them analyzed, as this would have been an infinite task, for which no special appropriation has been made. It is therefore impossible to report more than the general situation, and a few instances of violation which have been presented more or less accidentally.

The passage of the Federal food and drugs act, and the legislation along similar lines by the various States has gone far toward impressing the moral of pure drugs upon importers and manufacturers of drugs, but the delay in the enforcement of the national law has unfortunately led some to believe that no steps will be taken towards its enforcement, and as a consequence some persons are "taking chances."

We are pleased to announce that the United States Government is proceeding in deliberate and thorough fashion, gathering samples of all kinds, and analyzing these in the laboratory in New York and Washington. We are creditably informed that the lines have been well laid and that possibly a little later a number of arrests will be made, proving the earnestness of the federal authorities and their determination to enforce the law.

We are also informed that two shipments of oil of lemon have been rejected, one being adulterated most grossly with turpentine and the other with alcohol. Other shipments of this oil, which appear to be below the standard, though not plainly adulterated, have been detained, and after hearing importers and shippers, the material gathered has been submitted to the Board of Food Inspection in Washington.

We have been made aware of at least two cases of adulteration which have passed the Appraisers of the Port of New York, and to which we wish to call the attention of the authorities and of our members. In one case celery seed was adulterated with 25 per cent. of ground stone, resembling the seed so closely that only under the microscope could it be detected. The other was an adulteration of cummin seed with teasle seed, also revealed by the microscope, but neither shipment would have been passed by the inspectors if proper care had been observed.

It is hardly the place or time for us to call the attention of our members to the nature of adulterations which are to be expected and suspected. All know how easy it is to adulterate oil of bitter almonds with benzoic aldehyde, or peppermint oil with cheap American or Japanese oils of somewhat similar character, as well as oil of sandal with oil of cedar, and will guide themselves accordingly. A study of some of the text-books will help to avoid many of the deceptions which are still being practiced.

We believe that the members of our association will at all times and under all conditions aid the national and state governments in the enforcement of the law, as being beneficial for legitimate business interests.

We learn with gratification that the National Formulary and Pharmacopœia will be revised still further, and this to conform to the natural qualities of pure drugs, as demonstrated to the revisers by proper experts.

The government is disposed to treat all merchants fairly, giving them all necessary opportunity to live up to the law, and we trust that our members will not be slow to align themselves on the side of law and right. We urge this first as a matter of principle, and besides we wish to caution all of them that they will disobey the law at their peril.

The health of the public is largely in our hands, for if the people cannot depend upon pure drugs when they are prescribed we are in ill case indeed. The preparations of all of the members of this association must be above question as to purity. We must therefore exercise all possible care in looking to the sources of our supplies and insisting upon the purest possible products from every provider at first hand.

### REPORT OF COMMITTEE ON TRADE-MARKS.

BY A. J. HORLICK, CHAIRMAN.

This report contained much matter of interest and value to the members, synopses being given of the laws and regulations pertaining to the registration of copyright in Porto Rico, the Philippines, the Argentine Republic, Brazil, Peru, England and India. The introductory portion of the report dealt with the bearing of the Federal pure food and drugs act on the law of trade-marks and trade names.

"It is evident at the outset that all trade-marks and trade names, whether registered or not in the United States Patent Office or under the laws of the several States,



whether newly adopted or of great antiquity and wide currency, are amenable to the provisions of the above mentioned statutes [the pure food and drugs act of June 30, 1906]. No reader of the food and drugs law can fail to appreciate that trade-marks and names, however fanciful or semi-descriptive, which in any way can be construed as 'misbranding' the articles to which the names are applied, are deemed unlawful and forbidden to use. This necessarily follows from the fact that the Patent Office cannot investigate the compositions, qualities, origin, etc., of the goods to which the marks are to be applied.

"On the other hand, while the operation of the Federal law is restricted to 'interstate commerce,' still it is to be noted that a large number of the several states have enacted food laws which are not only based upon the national statute, but also embody in specific clauses the definition of 'adulteration' and 'misbranding,' as given in the national law. The enforcement of this law introduces another complexity in that the national statute uses the phrase 'original package,' and by Regulation No. 2, adopted by the commission whom this law appointed for this purpose, the term 'unbroken original package' is defined as 'the original package, carton, case, can, box, barrel, bottle, phial, or other receptacles, put up by the manufacturer, to which the label is attached or which may be suitable for the attachment of a label, making one complete package of the food or drug article. The original package contemplated includes both the wholesale and retail package.'

"While manufacturers have, without doubt, carefully complied with this regulation, still it is plain that many of the Supreme Court decisions concerning the 'unbroken original package' are at variance with the regulation that the phrase covers everything to which a label may be attached. However, this construction of the law has not yet been passed upon by the courts.

"Many fanciful names which, however, acquire a position in the trade, can, under the Federal statute, no longer be used. The word 'pure' also, is specifically objectionable, 'certain specifics,' 'instant relief,' 'hair restorers,' etc. It is evident, also that the names 'Munich beer,' 'Pilsener beer,' and 'Roquefort cheese,' representing articles made in the United States, must be dropped as being false representations of the place of origin, etc., or described as 'types' or imitations of the foreign article.

"Again, the Federal statute defines an article as 'misbranded' if it be an imitation of another article. This, undoubtedly, would be construed as applying to articles sold under trade-marks or trade names, which are imitative of the trade-marks or trade names of legitimate manufacturers, in such a manner as to cause the spurious preparations to be sold as the genuine article. The act, therefore, in a measure, extends to all trade-marks, whether registered or not, the benefits of a penal protective.

"The passage of the food and drugs act of June 30, 1906, has stimulated similar legislation, particularly as affecting proprietary remedies in several countries of South America."

The report then goes on to cite various statutes and judicial decisions and concludes as follows:

"Your committee feel that the trade-mark situation, on the whole, has been somewhat improved since the last re-

port. The passage of the Amendatory Act of March 2, 1907, is a step in the right direction, although your committee are still of the opinion that the national law might be strengthened.

"For instance, if upon conviction under the act, the confiscation of all offending labels, packages, etc, and their delivery to the complainant were made compulsory (as it is now under various State laws), it would aid materially in deterring many who care little for 'awarded damages.'

"Still further, your committee would recommend that an effort be made to induce Congress to further amend the act by adding a clause permitting the court to add imprisonment to the penalties. As it is at present, the mere awarding of damages in many cases is of no effect whatever, especially in the case of a multitude of minor offenders who have no financial status to be disturbed by such penalties. But when a term in prison is likely to follow, the flagrant offender will perhaps think twice before incurring the risk of punishment."

Among other matters considered was the position of manufacturers of toilet articles.

Regret was expressed that a large part of the trade in these articles had drifted away from the drug trade through direct sales by the manufacturers to department stores and others, and it was thought that, by concerted action in making purchases and by buying only from those who protect prices, a portion of the profits on this class of goods may be regained. In this connection reference was made to the Freeman Co., of Cincinnati, which insures full prices by demanding contracts from all who handle its products. A large St. Louis house, whose name was not mentioned, came in, also, for commendation, for making an honest effort to maintain prices on their line of goods.

In its monthly bulletin for August the Massachusetts Board of Health reports 502 inspections of goods under the provisions of the Food and Drugs Act, in which only 125 were found to be of defective quality of goods. Of these 91 were samples of milk, 22 of drugs, 7 of sausage, 3 each of non-alcoholic drinks, spices and condiments and flavoring extracts, 2 each of cider, syrups and lamb's tongues and 1 each of canned soups, malt liquor, extract of beef and wine. Twenty-five convictions were secured upon prosecutions.

The Compañia Industrial Jabonera de la Laguna, which owns the great soap factory at Gomez Palacio, Durango, finds its business growing so rapidly and soundly that it has become necessary to increase its capital from \$2,500,000 to the round \$5,000,000; and to take the steps to effect this, the council of administration called a meeting of the shareholders for October 2 at Gomez Palacio. On its present capital the company paid a dividend of 35 per cent. for 1906, and on July 1 it paid an interim dividend of 15 per cent. for account of the current 1907. All indications support the prospects of another full 35 per cent. for this year.

## THEY WANT TO KNOW.

The Department, "They Want to Know," has been necessitated by the inquiries coming to this Magazine from many sources. Especially since the passing of the United States Pure Food Law, numerous questions have arisen, and in answering one we may answer all. We disclaim omniscience, but we shall always reply to proper inquiries as fully as attainable knowledge makes possible.

WORCESTER, MASS., ———.

Would like to ask if a Compound Vanilla Flavor made from the best Mexican Vanilla Beans and Angostura Tonka Beans, and so labeled, would require any guarantee under the Food and Drugs Act, June 30th, 1906, the same as put on My Pure Ext. Vanilla? If you will kindly inform me will appreciate the favor.

Would like to put it on if required as it would prove to every one the label read truthful.

The State Law made me word my label thus:

"Compound Vanilla Flavor. Made from Mexican Vanilla Beans and Angostura Tonka Beans. Containing 0.063% of Vanillin, and 0.025% of Coumarin and Harmless Coloring. This Flavor is made from the best material obtainable. Prepared by——"

REPLY.

Replying to your favor of the 7th inst. we beg to advise you as before, that there is absolutely no need for you either to print your guarantee and serial number on your packages, or not to print it. The guarantee does not necessarily mean that the package contains what the label says it does; nor will it absolve you from prosecution in case your label is not truthful in every particular.

We do not wish to have you infer that we question your goods in any way, for we are simply referring to yours by way of illustration. The guarantee simply protects the dealer that handles your goods; so that in case the Federal Government finds it necessary to begin a prosecution it will not bring the action against the dealer, but against the manufacturer whose guarantee to the dealer appears on the package. Thus you see, there is only one thing accomplished by the guarantee—fixing the responsibility on you; incidentally, dealers and the public alike are beginning to appreciate the fact that no manufacturer is likely to guarantee his goods unless they are properly labeled, and therefore guaranteed goods are being preferred.

CHICAGO, ———.

Under the Food & Drugs Act is there any objection to the use of the word "Pure" on enclosed baking powder label; and will it be considered mis-branding if we call an absolutely pure extract of the best Mexican Vanilla bean "Absolute Vanilla"? A prompt reply to this question will greatly oblige. Where can we get a copy of "Circular 19" referred to in your issue for March?

REPLY.

Replying to your favor of the 27th ult., we beg to advise that, according to our point of view, there is no reason why you should discontinue the use of the word "Pure"

on the enclosed label; assuming, of course, that the contents of the package are pure.

Concerning the expression Absolute Vanilla, we think it probable that some of the State Pure Food Officials will object to its use. We base this assumption on the experience of several of our subscribers in Ohio, Mass., and other states that are very strict. While it may be strictly true that your vanilla extract contains nothing but Mexican Beans, alcohol, sugar and water, the officials may hold that it is not *absolute* vanilla. We think it would be well to submit the matter to the Ohio, Mass. and Ill. State Boards, because they are the ones in their respective State that are to be satisfied.

Circular No. 19 is an official Government publication, and may be obtained by addressing the Secretary of Agriculture, Wash., D. C.

We are a new concern, and are somewhat at sea regarding the construction of the Pure Food Law in many respects, particularly that we are about to place on the market a Flesh Food or Cream, and are informed in a roundabout way that under that law the terms Flesh Food, Tissue Builder, etc., cannot be used. As delay means a great deal to us, and to await your answer through the columns of your publication in the regular way, may we ask you to depart from your usual custom, in this instance, and advise us as to your understanding? And would the matter come under the head of misbranding, Regulation 17 of said Law? Also, knowing it to be such, can we use the phrase, "Guaranteed to be pure and absolutely harmless"?

REPLY.

We are not surprised that you should be somewhat uncertain about the Drug Law, especially in view of the fact that not only must the Federal Law be taken into consideration, but the various State laws as well. As far as manufacturers of toilet specialties are concerned, the Federal Law is a comparatively simple proposition; for if you do not intend any of your preparations to be used for the treatment of any form of diseases, nor so advertise or recommend them, you need pay no attention to the law at all. Several of the States, however, have made regulations that apply specifically to toilet preparations of all kinds, among them being Massachusetts and South Dakota. Several of the States have new Food and Drug Laws before their Legislatures, and as soon as these laws are either passed or approved or rejected, we will publish a tabulation of all of them, in order that manufacturers in our field shall know just what conditions must be met with in each State. This tabulation will be made by sets and not by States, in order that it may be readily consulted.

With special reference to the Flesh Food or Cream that you are about to place on the market, we do not see that it falls within the provisions of the Federal Law. According to this view, you need pay no attention to Regulation 17, nor any of the other Regulations, and you can add to your label the phrase "Guaranteed to be pure and absolutely harmless" if you wish.

While it is not in direct opposition to other information we have received concerning the subject, it does vary

somewhat regarding guaranteeing face creams, etc., under the act. But as our cream is intended in a measure for the cure of face blemishes (pimples, etc.), we feel that it will be more satisfactory to dealers if we would guarantee the same under the Food and Drugs Act.

This brings us to another phase of the case that we have been unable as yet to get any decided opinion on, and would be greatly obliged if you would again favor us with the information by letter. Our troubles are as follows: About two weeks ago we made application to the Secretary of Agriculture for a serial number to be placed with guarantee on our goods. We have heard nothing from that department as yet. At the time we made application we listed three articles, giving description of each, that we wished to guarantee with the usual wording and our number. Since making that application we have changed the name of one of the articles, and now wish to know if we must notify the department of such change, or will the number assigned us apply to any and all articles we may put on the market?

## REPLY.

In view of the fact that your cream is intended to cure facial blemishes it will be subject to inspection by the Federal Officials, and, therefore, the ingredients and the label must conform to the rules and regulations issued by the Secretary of Agriculture. With regard to guaranteeing your products, we think it is a good idea to guarantee everything in the line of toilet preparations, whether they come under the State and Federal Laws or not, for the simple reason that the public and retailers are not well enough informed to distinguish between those preparations which are subject to approval, and those which are not. The public seems to think that the manufacturers' guarantee to the retailer is the Government's guarantee to the public, that the article is pure and harmless, but, of course, you know the only force of the guarantee is to absolve the retailer from prosecution in case the preparation is labelled contrary to the provisions of the law. It is not necessary to notify the Secretary of Agriculture that you have changed the name of one of your articles, for your guarantee will cover all your products. If it is necessary for you to print your labels at once, you might simply make a statement that your goods are guaranteed under the law, and that you have made application for a serial number. Other manufacturers have told us that they have experienced delay in their dealings with the Department of Agriculture, but that is only due to the tremendous amount of work they have on hand. In several of the States any products that are not manufactured within the State are not subject to inspection by State officials, as they are specifically exempted under those State laws, it being assumed evidently that the Federal officials will attend to their part of the business.

MT. CLEMENS, Mich., ———.

Will you kindly advise us as to the proper arrangement of inclosed label to comply with the Pure Food and Drug law? Can our guarantee as per inclosure be applied to margin of label, or must it be applied directly under name of lotion and above the manufacturer's name? Must agent's name be omitted from label?

## REPLY.

The label which you inclose is correct in matter and arrangement, with the exception of the word "Magnetic," all such words or phrases being specifically barred by the regulations of the Federal Food and Drugs Act.

Your guarantee sticker may be pasted on the side of main label, or above or below it. But the chief purpose of the guarantee is to inspire confidence in the dealer and purchaser, and all invoices should bear the same sticker as well as each package of the goods.

Consul Carl Bailey Hurst, in the following report from Plauen, calls attention to the opening presented for introducing the superior American shaving soap in Germany:

"The appearance of the safety razor on the German market is making a slow but certain change in this country in the habits of many men who have hitherto frequented a barber shop.

"In connection with this razor there is a call for shaving soaps for home use. The market is at present, in this line, in a rather undetermined state, and an excellent opportunity is open, which should be promptly and carefully availed of in order to get a controlling interest in supplying the demand. The article itself, though of seemingly slight importance, can be made in the aggregate to amount to a very large figure. There are several kinds now for sale, English, French, and German, while the American varieties are not well represented. The latter are sold for more than twice the price they retail at in the department stores in the United States.

"Although well known, some English shaving sticks, when used, seem to dry quickly, and are not so satisfactory as the leading American makes. They sell for about 24 cents, however, compared to the American article, which retails for 35 cents. A superfatted English variety sells for about 30 cents. Shaving soap in bars used by smaller barbers sells for about 24 cents a German pound (1.1023 American pound).

"If the American varieties are now energetically presented to the trade and to the public they will, with the rapidly increasing sales of safety razors that call for supplies of shaving soap, get a start that can be maintained if once shaving men are shown the superiority of the American kinds. It should be mentioned that no American shaving stick is at all advertised in this district. As the duty under the new German tariff is scarcely over 1 cent a pound (10 marks or \$2.38 for 220.46 pounds) and ocean freight rates comparatively slight for goods of this bulk, the usual serious obstacle to export may in this instance be readily overcome. [Samples of the German shaving soaps are forwarded by the consul and will be furnished to American soap manufacturers upon their application to the Bureau of Manufactures.]"

That the reason for the Soap-Combination in England was not the rise in the cost of raw materials is now pretty conclusively proven by the "Soap War" which has broken out in England. Prices are being cut and suits against the English railways on account of preferential rates are being entered and pushed. The rebate question promises to be as interesting there as on this side of the Atlantic.

## FOREIGN CORRESPONDENCE.

[The news appearing under this heading from month to month is the latest possible authentic reports from the various floral culture centers or markets. Just because these are reports taken on the spot, reflecting actual conditions which are constantly changing, apparent contradictions are due to altered conditions, and must be so considered.—Ed.]

## FRANCE.

CANNES (A. M.)—The latest reports from the mountains seem to bear out the earlier impression that the crop of Lavender is the best that has been enjoyed for fifteen years, both in quantity and quality, but prices are high, both on account of the exhaustion of stocks and the high prices that the farmers have had to pay in the way of rentals. As a result good qualities of Oil command \$2.50 to \$3.00 per pound. It is also reported that the steam distilleries of Schimmel & Co. in the Bas Alpes have succeeded in producing an oil very high in ester content.

The crop of Orange flowers is larger than last year, but the yield in Oil is low in quantity and quality. The same is true of Cassie and Violets. This condition is supposed to be due to the lateness of the season, coupled with a long drought only broken very lately by the equinoctial rains, which may help somewhat to raise the average yield.

The gathering of Jasmin goes on apace at this writing and prospects for an average crop are most promising.

## BULGARIA.

KAZANLIK.—The results of the Rose crop are now more definite. It seems that the yield was 2,500-2,600 kilos; the muscal, bringing from 4.60 fr. to 4.80 fr., although every possible device was resorted to to secure the Oil at the lowest possible price from the peasants. The winter was very severe, the bushes developing very poorly, but in the middle of May when rain began to fall the blossoms developed, and though few in number the yield in Oil was fair, 3,800 kilos of flowers producing one kilo of Otto in some sections, though in others as much as 7,000 kilos of flowers were needed per kilo of Otto. As the cost of distillation was 1 fr. per muscal and the flowers brought from 20 to 25 centimes per kilo some of the factors were willing to sell at a parity of \$5.75 to \$6.00 per oz. of Otto.

In fact, the general crop is slightly better than was at first expected and reported, but prices will remain stiff in view of the strong demand.

## ENGLAND.

LONDON.—The past two years have presented great difficulties to the manufacturers of Almond Oil.

Severe and late frosts again caused great damage to the crop in southern Europe, whilst a second period of severe drought, with attendant famine, in Morocco, accentuated the difficulty. This combination of adverse conditions has caused a great shortage of supplies of the fruit. The market had no chance of recovery from its first year of difficulty before it had to face a renewal of the causes of trouble. The result has been that prices have been forced up to a point only reached in two seasons before, during the past fifty years.

It is at times like these that temptation as to the use of substitutes often arises, and notwithstanding the advance in recent years in scientific testing of oils, cases are often met

with in which others, notably those of Peach and Apricot, are boldly offered as "Almond Oil." For those who cannot readily detect this imposture, the only safe way is to buy a quality that is beyond all question, and thus avoid the risks that attend the retailer who offers an article that is not as represented.

New season's supplies now beginning to arrive, promise well, and it is hoped that before long a return to more normal conditions will be experienced.

## NEW INCORPORATIONS.

CARBON MEDICINE & EXTRACT Co.; capital, \$25,000. Incorporators—C. C. Johnson, M. W. Walthall, W. L. Douglas, Scranton, Pa.

PERSPIODOR COMPANY, New York (toilet preparations); capital, \$50,000. Directors—George H. Ridell, Elizabeth A. Ridell, New York, and Florence Bailey, Greenwich, Conn.

At a meeting of the Azie Mfg. Co., at North Adams, Mich., it was voted to change the name to the North Adams Soap Co. The business of the company shows a rapid increase.

IMPERIAL PERFUMERY WORKS, New York; capital, \$5,000. Directors—Adolph C. Wolmark, 1029 First Avenue; Isaac I. Marks, 107 East Broadway, New York, and Nathan Kopf, 776 DeKalb Avenue, Brooklyn.

POTOSO COMPANY, of Indianapolis, Ind., for the manufacture of powdered soap and machines and appliances for dispensing them, and other toilet articles; capital stock, \$10,000. The directors are: R. L. Talbot, Jr., Eugene M. Parrott and Horace Lancaster.

ADAMS BROS. EXTRACT Co., Kalamazoo, Mich., was incorporated with a capital of \$10,000, with a paid amount of \$3,000, by C. B. Ford, J. A. Adams and G. A. Adams. They will engage in the manufacture of flavoring extracts and pharmaceutical preparations.

THE LA RENAUD COMPANY, to manufacture soaps and perfumery, capital \$125,000, filed articles of incorporation in the Camden County Clerk's office last week. The incorporators are Edward E. Grosscup, George B. Evans and Charles A. Ross, all of Camden, N. J.

BETTMAN-JOHNSON Co., with a capital stock of \$1,250,000 and headquarters in Cincinnati, was incorporated, their purpose to manufacture and deal in confectioners' and bakers' supplies. The incorporators are Morris L. Bettmann, Albert Seasongood, Edgar Bettman, Henry B. Ezekiel and Simeon M. Johnson.

Their purpose is also to distill, rectify, blend, bottle, manufacture and deal in liquors, flavors, medical preparations, glassware, corks and cooperage of all kinds.



## IN THE TRADE.

Armstrong, Willson & Co., Inc., is announced as the successor of Armstrong & Willson, of Baltimore. This firm is well known in the trade for its special product, "Dermacura." The incorporation is along the progressive line marked out by this concern.



We present a portrait of Mr. J. M. Bush, of W. J. Bush & Co., a face familiar to so many in the trade both in this country and in England.

The *résumé* of the thirteenth annual meeting of the Manufacturing Perfumers' Association has been sent out to the members by the wide-awake secretary, W. H. Hyde, of Cleveland. It is a good

reminder of the last meeting and hint of the fuller record to appear later.

One good way to catch trade is well worth finding, and any one should be able to find a few methods that suit his taste in the volume "One Thousand Ways and Schemes to Attract Trade," by Irving P. Fox, the alert and enterprising editor of *The Spatula*. It commends itself especially to the retail druggist, who will find many suggestive ideas in this volume.

Mr. Harry E. Gavitt, of Topeka, Kan., has returned home after his usual tour of the East in search of new ideas for his growing concern, the W. W. Gavitt Manufacturing Co.

The CONDENSED PASTE POWDER, made by the Arabol Mfg. Co., 100 William Street, New York, well known as a sticker, has an advantage over other pastes that it is not to be forgotten. It pays less freight and cannot spoil by freezing since it is shipped without water, which forms the bulk of the others.

The Peet Bros. Manufacturing Co., of Kansas City, has just begun work on a four-story addition to their plant in Armourdale. The output of soap will be 70 million pounds a year, when the addition is completed. The Kansas City Soap Co. is also making an addition to its plant which will increase its capacity to 6 million pounds of soap per annum. The Procter & Gamble factory in the same suburb is now producing some 90 million pounds of soap a year, an increase of 250 per cent. in three years.

## ON THE SCENT.

Mr. Christo Christoff, who was here for a short time, returned on the S.S. *Adriatic*, October 9th.

M. Chas. Munton, of Biuno Court, Grasse, who arrived here on the S.S. *La Savoie*, September 28, has been making an extended trip with T. H. Grossmith. He will return to Europe in November.

Mr. August Dousson, one of the oldest perfumers in New Orleans, died there last month at the age of seventy-six. He had seen many tribulations, serving faithfully as perfumer for more than one prominent firm, after giving up his own business.

The Pittsfield, Mass., Soap Company will move to their new quarters in the Barkerville mill in about a month, as they will be obliged to vacate their present quarters by November 1.



M. E. Schlienger, of Bertrand Frères, Grasse, who arrived here on the S.S. *La Provence*, September 13th, has been making quite a trip with Mr. Rockhill, as far as Montreal and Chicago. He will sail for Europe October 25th.

There is trouble in Spring City, Pa., over the enforcement of the new law against the sale of soap without a ten-dollar license. The women's soap clubs working for premiums are determined, and promise to make trouble for those interfering with them in their work.

Judgment for \$10,000 is asked by the State of Arkansas against the N. K. Fairbank Company, the action being filed in the Second Division of the Circuit Court. The complaint alleges that the defendant corporation is indebted to the County of Pulaski in that sum and costs for the use and benefit of this territory.

In filing suit Prosecuting Attorney Rhoton, acting for the State, said that the defendant, since May 15, has been carrying on a business there by selling and delivering cottolene, soap, gold dust and baking powders and keeping an office there for the transaction of business.

Defendant company has not filed articles of incorporation in the office of the Secretary of State, it is alleged, nor has it filed a copy of its charter or the amount of capital employed in the State or the name of its office or agent there.



## PATENTS, TRADE-MARK, ETC.



867017



867023

**QUEEN**  
BORAX SOAP  
24691



29117

M. R. H. Y.

29652

ALBERTA

29556

MYSTIC

29718



26119



29186



26772

WALKEASY

29413



29490



27751



28746

COCANOLA

29090

YANKEE DOODLE

29706



29364

## NOTE TO READERS.

This Department is conducted under the general supervision of Samuel E. Darby, Esq., Patent and Trade-Mark Attorney, 220 Broadway, New York, formerly Chief Clerk and Examiner U. S. Patent Office. This report of patents, trade-marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: PERFUMES, SOAP, FLAVORING EXTRACTS and TOILET PREPARATIONS.

The trade-marks illustrated are described under the heading "Trade-Marks Applied For," and are those for which registration has been *allowed*, but not yet *issued*. All protests for infringement, etc., should be made promptly to the Commissioner of Patents, Washington, D. C.

All inquiries relating to patents, trade-marks, labels, copyrights, etc., will receive Mr. Darby's attention if addressed to

PATENT AND TRADE-MARK DEPT.,  
Perfumer Pub. Co.,  
100 William St.,  
New York.

## PATENTS GRANTED.

867,953.—RESIN SOAP.—Ernst Fischer, Dresden, Germany, assignor to The Arabol Manufacturing Company, New York, N. Y.

1. As a new article of manufacture; a hard and brittle resin size containing an appreciable excess of free resin; and no appreciable amount of uncombined soda.

2. As a new article of manufacture, a hard and brittle resin size containing over 30% of free resin.

867,023.—DISPENSING CAN OR RECEPTACLE.—Chas. F. Eberhard, Newark, N. J.

In a dispensing receptacle, a receptacle body, a flanged perforated sprinkler cap detachably fitted over one end of the body, a reciprocal cut-off disk slidably supported at its center upon the inner side of the cap, and provided with diametrically opposite inturned brace arms, a closing spring engaging one of the disk arms, and a sliding push button connecting with the other arm and projecting through the cap at one side thereof.

867,017.—TOOTH-POWDER RECEPTACLE.—Herman L. De Mond, Philadelphia, Pa.

A powder receptacle provided with an upper powder receiving chamber and a lower valve or cut-off chamber, a bottom forming a partition between said chambers, said bottom having a discharge opening therein, in combination with a spring closed cut-off operating beneath said discharge opening, said cut-off comprising a valve and a right angular end forming an abutment for the brush, and means for centering the brush in the cut-off chamber, said means comprising oppositely disposed bowed springs which converge inwardly toward the center of the chamber to center the brush beneath the discharge openings, substantially as described.

## LABELS REGISTERED.

13,806.—Title: "Bouquet Au Lilac De France." (For Cologne.)—Chas. Rahayel, New York, N. Y. Filed August 29, 1907.

13,807.—Title: "Clean-O Shampoo." (For a Shampoo Preparation.)—The Michael Drug Co., New York, N. Y. Filed August 28, 1907.

13,813.—Title: "Hydrone." (For a Complexion-Powder.)—A. Warburg Leman, Denver, Colo. Filed August 26, 1907.

## TRADE-MARKS APPLIED FOR.

24,691.—Pacific Coast Borax Co., New York.—Soap.

25,119.—Baker Extract Co., Springfield, Mass.—Flavoring extracts.

25,772.—The Geyserite Mfg. Co., Denver, Colo.—Soap.

27,751.—Vereinigte Chemische Werke Aktiengesellschaft, Charlottenburg, Germany.—Soap made of wool fat.

28,468.—Fritz Harnisch, Berlin, Germany.—A preparation for the treatment of finger nails, in solid, liquid and pasty form; name: "UNQUAL."

28,746.—B. T. Babbitt, Inc., New York.—Toilet soaps.

29,090.—Luke F. Shinnors, Cleveland, Ohio.—Soaps.

29,117.—Boericke & Tafel, Phila., Pa.—Toilet preparations.

29,185.—Maude L. Campbell, Washington, D. C.—Hair tonic and scalp remedy.

29,364.—Pacific Coast Borax Co., New York.—A washing compound.

29,413.—William L. White, Brooklyn, N. Y.—A foot powder.

29,490.—Charles Boucher, Paris, France.—Toilet powder.

29,556.—Solon Palmer, New York.—Perfumes and perfumed toilet powders.

29,562.—Thomas J. Mowry, Renovo, Pa.—Hair tonics.

29,705.—G. O. Ranson & Co., Fortuna, Cal.—Hair tonics and restorers.

29,718.—Ogden & Shimer, Middletown, N. Y.—A toilet cream.

29,775.—Tom Bailey Lathem, Brownwood, Tex.—Hair tonics and renewers.

### EXTRACT MEN TO MEET.

The following explains itself:

*To the Members of the American Extract Manufacturers Association:*

The first general meeting of this association is called for Friday and Saturday, November 15 and 16, at the hall of the American Bottlers' Protective Association, 218 East Thirty-seventh street, New York City, beginning on the morning of November 15 at 10 o'clock, and which you are earnestly invited to attend. Many matters of importance will be considered, among which are reports of the various committees; to select and name a place for the first annual meeting, which occurs in May of next year; matters which will be brought up at the various legislatures next session, etc.

Many well-known speakers in the trade, and others, have been invited to speak on matters pertaining to the association and the food question in general. These subjects have been assigned:

"Methods of Official Tests," with demonstrations. By R. Brooks, B. S. C., state chemist of New Jersey and food inspection expert of the Pennsylvania Dairy and Food Commission.

"Standards." By Mr. Hugh Gordon Miller, attorney, Food Law expert.

"Colors Used in Food Products and Their Effect on the Human System." Dr. T. C. Stearns, B. S. C.

"The Advisability of Taking the Rules and Regulations from the Department of Agriculture and Giving Them to the Department of Justice." Mr. M. D. Flattery, attorney, of Boston.

"United States Revenue Tax Applied to Manufacturers of Flavoring Extracts." Mr. Andrew J. Bastine, president.

"Constants of Essential Oils Used in Flavoring." Dr. R. D. Dodge.

"State Laws." Mr. Arthur E. Claus.

"Make-up of a Label for Flavoring Extracts." Mr. H. D. Mann, of Syracuse.

"Artificial versus Imitation." Mr. C. Van Skiver.

"Application of the Food Law to Toilet Preparations." Mr. D. H. McConnell, ex-president Manufacturing Perfumers' Association.

"The Mexican Vanilla Bean from Plantation to Manufacturer." By Mr. E. Nelson Tibbals, of E. Nelson Tibbals & Co., New York.

"The Bourbon and Other Vanilla Beans from Plantation to Manufacturers." By Mr. J. A. Armfield.

"Carbonated Beverages." By Dr. A. P. Hallock.

If you should desire to take up a subject which will interest this association, and further its interests, the undersigned committee will be pleased to receive your request

and the title of the subject immediately, so that time may be allotted.

The committee desires you to immediately forward the enclosed circular properly filled out, advising them of your intention to attend, and everything will be done to make your visit to this city a pleasant one.

ARTHUR E. CLAUS, Chairman.

EDWARD GOODHEART,

CHARLES VAN SKIVER,

CHARLES SPANGENBERG,

A. J. BASTINE, Pres. *ex officio*.

### CAN IT BE?

Can it be possible that Secretary Wilson has been correctly quoted in the interviews appearing in the press, concerning Perfume raw materials, &c.? If so, we should like to present a few quotations for the delectation of our readers that they may see how much folly may issue from the mouth of a wise man when he is talking about things that he does not understand. Here are some of the things that he is reported to have said:

"Anything that can be grown in any part of the world can be grown to absolute perfection in the United States. We pay out more than \$300,000 annually for imports of attar of roses alone, when there is no necessity for disbursing to foreigners one red cent for an article which can be made right here.

"In France roses are grown by the square mile, and they are culled before the bloom has lost its sweetness. The buds and half-open blooms are boiled in pure fat for several hours, the fat strained, new flowers added and the whole boiled again. This process is repeated four times, when the pomade is considered saturated with the essence of roses. Spirits in proportion of a gallon to eight pounds of the paste, is added, and the result is *esprit de rose*. This is kept to mix with grosser perfumes, a single drop being sufficient to impart an exquisite fragrance to any compound. From attar of roses is made all the fashionable perfumes now in general use. It requires about 600 pounds of rose leaves to produce one ounce of attar, worth about 35 pounds sterling. Of course, very little of this article arrives in America in a pure state. It is too valuable not to be counterfeited and diluted.

"The United States claims pre-eminence in the manufacture of the attar of wintergreen, which is used chiefly by confectioners, and keeps hundreds of perfumers busy in New Jersey.

"The tube rose can be successfully grown in Florida, Louisiana and other southern States, and it yields extract in abundance. The citrus family gives us many excellent perfumes, and besides the innumerable flowers which grow in the United States quite a number of bulbs and plants yield perfume oils in their native ground—wintergreen, sassafras, wild ginger, swamp laurel, while the humble sweet potato is a perfume-producing root of great value."

It would be laughable—if it were not sad—that so much misinformation is compressed into a single article. "Attar of Wintergreen" is a new one. Triple Extract of Sweet Potato should be the next novel perfume to be manufactured.

## OCTOBER MARKET REPORT AND PRICE CURRENT.

THE ESSENTIAL OILS QUOTED BELOW ARE THOSE OF HIGH QUALITY AND UNDISPUTED PURITY ONLY.

## ESSENTIAL OILS.

The Essential Oil market has been more active during the last month with several features of more or less significance. There is little betterment of the Citrus Oil situation, although prices are a shade lower. This is more or less due to the quotations on New Crop, which are, of course, lower than Spot. Oil Limes, expressed, has advanced sharply, on account of small supply, but Oils Bergamot, Lemon and Orange are somewhat lower.

On account of receipts of new crop Sandal that Oil is lower, though the demand is so steady for good Oil that there will be no considerable recession.

Oils Sassafras Artificial and Citronella are slightly lower, while Oils of Peppermint and Cloves are much easier, in the face of conflicting reports.

The shading of Oil Lavender is due to reports of a good crop, but good qualities of high ester content still command good prices.

Sweet Birch Oil is very firm, and reports are coming in of increased distilling to meet the demand at the favorable prices.

## BEANS.

The reports concerning Mexicans are as reliable as usual, which means that no one tells, even if he knows how good, or bad the crop is. A fair averaging of opinion points to a possible decrease of 25%. As to Bourbons it

seems that there will be a very fair supply of the poorer quality beans—when the new crop arrives, but meanwhile the extremely small stock abroad is fast being depleted, so that by December none but new beans will be in the market.

## SOAP MATERIALS.

The man who understands the market is wise indeed. The demand is strong, especially from abroad; everyone is complaining of the small margin of profit, yet the latest news is that the English manufacturers are cutting prices. If this policy should happen to come across the ocean it might make matters even worse than they now are. The prices tell the tale:

## Quotations are:

Tallow, city, .00½ (hhds.); country, .06½-.06½.  
Grease, brown, .05¼; yellow, .06.  
Cotton Seed Oil, crude, tanks, .40; summer, yellow, prime, .52½.  
Cocoanut Oil, Cochin, .9¾; Ceylon, .08.  
Olive Oil, green, .80; yellow, 1.00.  
Olive Oil Foots, prime, .07½; good quality, .07.  
Palm Oil, Lagos, .07½; red prime, .07.  
Chemicals, borax, .08; caustic soda, 80 p. c. basis of 60%, \$1.90.  
Rosin, 1st run, .27; 2d run, .20; 3d run, .31; 4th run, .33

Almond, Bitter.....per lb.....	\$3.50	Ginger .....	\$5.00
" " F. F. P. A.....	4.50	Gingergrass .....	1.35
" " Artificial.....	.75	Hemlock .....	.80
" " Sweet, True.....	57-66	Juniper Berries, twice rect....	1.30-1.75
" " Peach-kernel .....	.35	Kananga, Java .....	4.00
Amber, Crude.....	.14	Lavender, English.....	7.00
" " Rectified.....	.20	" " Cultivated .....	3.50
Anise.....	1.35	" " Fleurs, 28-30%.....	3.00
Aspic (Spike).....	1.20	Lemon.....	2.15
Bay, Porto Rico.....	3.50	Lemongrass.....	1.50
Bay.....	2.50	Limes, expressed.....	2.10
Bergamot, 37-38%.....	4.75	" " distilled .....	.90
Bergamot, 35%.....	4.50	Linaloe.....	2.50
Birch (Sweet).....	2.50	Mace, distilled.....	.90
Bois de Rose, Femelle .....	4.50	Mustard, natural.....	4.50
Cade.....	.20	" " artificial.....	2.00
Cajeput.....	.60	Myrbane, rect.....	.12
Camphor .....	.20	Neroli, petale.....	.75.00-80.00
Caraway Seed .....	1.25	" " artificial.....	16.00
Cardamom.....	20.00	Nutmeg .....	.95
Carvol.....	2.45	Orange, bitter.....	2.50
Cassia, 75-80%.....	1.50	Orange, sweet.....	2.50
Cedar, Leaf.....	.70	Origanum .....	.50
" " Wood.....	.32	Orris Root, concrete....(oz.)	3.50-4.20
Cinnamon, Ceylon.....	8.00	Patchouly.....	4.50-5.50
Citronella .....	.40	Pennyroyal .....	5.00
Cloves.....	1.05	Peppermint, W. C.....	1.75
Copaiba.....	1.35	Petit Grain, American.....	5.00
Coriander.....	11.13	" " French.....	5.50
Croton.....	.90	Pimento.....	2.00
Cubebs.....	1.50	Rose.....(oz.)	5.75-6.25
Eucalyptus, Australian, 70%..	.70	Rosemary, French.....	1.10
Fennel, Sweet.....	1.25	" " Trieste.....	.50
" " Bitter.....	.75	Sandalwood, East India.....	3.25
Geranium, African.....	4.00-4.25	Sassafras, artificial.....	.40
" " Bourbon.....	3.50	" " natural.....	.75
" " French.....	11.00	Safrol .....	.60
" " Turki-h.....	2.75	Savin.....	1.40-7.50

Spearmint.....	\$2.75
Spruce.....	0.70
Tansy.....	4.00
Thyme, red, French.....	1.10
" " white, French.....	1.25
Vetivert, Bourbon.....	8.50
" " Indian.....	42.00
Wintergreen, artificial.....	.40
Wormwood.....	3.25
Ylang Ylang.....	.60.00-70.00

## BEANS.

Tonka Beans, Angostura.....	.80
Surinam.....	.30
Para.....	.35
Vanilla Beans, Mexican.....	\$4.00-7.00
" " Cut.....	3.75-4.00
" " Bourbon.....	2.75-3.50
" " Tahiti.....	.80-1.15

## SUNDRIES.

Ambergris, black.....(oz.)	\$20.00
" " gray.....	35.00
Civet, horns.....	1.75-1.90
Cumarin.....	3.40-3.50
Heliotropine.....	\$1.75-1.80
Musk, Cab., pods.....(oz.)	8.00
" " grain.....	15.00
" " Tonquin, pods.....	16.00
" " grain.....	21.00
" " Artificial, per lb.....	2.00
Orris Root, Florentine, whole.	.13
Orris Root, powdered and granulated .....	.16
Talc Italian.....	.01½-.01¾
Terpineol.....	.45-.50
Vanillin.....	.25-.28

**LANOLIN****"BRITISH"****Adeps Lanae U. S. P.**

This is what a prominent manufacturer of toilet preparations wrote us a short time ago. A year or so ago he used our product and since then has tried practically every other kind in the market; now he returns to us, and this time to stay. Let us send you samples and quote prices.

**Special Price in Bulk according to Quantity**

**EVANS SONS LESCHER & WEBB Lim., 92 William St., New York.**

**FOR PERFUMES AND FLAVORS****OTTO OF ROSE****Christoffs' CXC Brand**

The prices of the above will doubtless be higher for next year's delivery, but will probably not be as high as some enthusiasts are predicting.

They will be high enough, however, to tempt the unscrupulous to resort to adulteration, and other tricks, to reduce the cost.

If your Coppers have the seal and brand "cxc" on them you need have no fear regarding the quality, tho' we would be more than pleased to have you send it to the most critical chemist for analysis.

**HEINRICH HAENSEL'S****(PIRMA, GERMANY)****TERPENELESS ESSENTIAL OILS  
AND FRUIT ESSENCES**

Write for a copy of our **REPORT**, giving full information regarding the chemical characteristics of these oils, and their economical use in perfumes and flavors.

**INNIS, SPEIDEN & CO., 46 Cliff St., New York. Established 1816**

**CHICAGO BRANCH, - - - 196 MICHIGAN STREET.**

**ARE YOU BUYING  
Vanilla Beans Freely?**

The dealers are, for they expect to get better prices from *you* on the advancing market. We are direct receivers and can save you money on all grades.

**LET US HEAR FROM YOU.**

**J. N. LIMBERT & CO.**

Succeeding The Chas. E. Hires Co. in the importation of Vanilla Beans

**480 and 482 Bourse - Philadelphia, Pa.**

**BUY DIRECT  
AND  
SAVE MONEY**

We are first hands in

**VANILLA BEANS** (all grades)**ORRIS** crude, ground and powdered**GUM ARABIC and  
TRAGACANTH**

The Mark P.E.-A.-CO. Insures Quality

**SERIAL No. 1282**

**P. E. ANDERSON & CO.****DRUG MERCHANTS**

**7 and 13 Gold Street**

**NEW YORK**



## CLASSIFIED ADVERTISEMENTS.

On account of our wide circulation among manufacturers, dealers, importers, &c., of perfumery, soaps, toilet specialties, flavoring extracts, &c., our readers will find this column a quick and satisfactory means for advertising temporary matters.

To display advertisers and regular subscribers this service is free; all others 25c. per line per insertion. Cash with order.

Address all communications to  
**PERFUMER PUB. CO.,**  
100 William St., New York.

### BUSINESS OPPORTUNITIES.

Wanted.—Second-hand Press, knuckle-joint, Boomer & Boschert No. 1 preferred. Address Press, care this journal.

TAR SOAP FORMULA.—If you want to make a tar soap that is finer than anything on the American market I can furnish the formula and complete manufacturing directions. The principal item is the kind of tar used, and the one mentioned in my formula is the best and almost the only kind of wood tar of real dermatologic value. For further particulars, address Dr. A. B., care of this journal.

TRAVELING SALESMAN WANTED.—To call on Perfumers, Soap Makers, Druggists, Manufacturing Confectioners, &c. Experience, ability and acquaintance with the above trades necessary. Knowledge of Essential Oils desired. Address, with full particulars: ALPHA, care of this paper.

Manufacturer of popular American Bath Powder desires to secure Japanese agent in touch with toilet goods trade. Address, with reference, Cleanliness, care of AMERICAN PERFUMER.

Interest in an established flavoring extract business for sale. A good man qualified to manage the business can acquire a substantial interest for from \$10,000 to \$25,000. Address P. O. Box 1809, New York.

FOR SALE.—Mill and Rutschman Plodder. Full instructions for those inexperienced in making milled soaps. Address Geo. A. Schmidt Co., 405-407 North Ave., Chicago.

### SITUATIONS WANTED.

Assistant, in laboratory or factory; man 34 years; has 16 years' practical experience in analytical and manufacturing chemistry; my specialty flavoring extracts. Seeks position where opportunity to learn business supercedes high salary. Future, care PERFUMER.

Responsible chemist—long experience in manufacturing complete line of Extracts, Perfumes and Toilet Articles. F. A., care AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, 100 William St., New York City.

Perfumer of long experience in the manufacture of concentrated essences, toilet preparations, flavoring extracts and high-grade perfumes is open for a good posi-

tion. Seven years in present position; good reasons for changing; best references furnished. Address, Woodbridge, c/o this Journal.

Situation wanted by a practical Perfumer. Address A. C. Hufford, Perrysburg, Wood Co., Ohio.

### HELP WANTED.

Perfumery salesman wanted, with established drug and department store trade. Excellent opportunity for the right man. Correspondence confidential. The Willis H. Lowe Co., Boston, Mass.

Wanted by an importing house, young intelligent man to call on soap and perfumery trade. Must have some knowledge of Essential Oils. State full particulars: Water, c/o AMERICAN PERFUMER.

WANTED.—Experienced salesman by an established house in the Vanilla Bean Trade. Excellent opportunity for right party. Address Market, care of this journal.

"We consider yours an up-to-date paper that fills a long-felt want in ours and kindred businesses."

THE ROBINSON MFG. CO.  
TORONTO, CAN.

If you agree with this, send us \$2 for your subscription, or renewal.

**PERFUMER PUB. CO.**  
100 WILLIAM ST.  
NEW YORK

☐ Do you want booklets, folders or other advertising that will put more steam in your business?

☐ Do you want to dynamite your Toilet Specialties into public favor?

☐ I evolve ideas and original methods which fit in with your peculiar needs.

☐ I create strong selling plans which build business.

☐ Let me submit you a proposition. Perfumes and Toilet Articles my specialty.

E. L. KING

200 BROADWAY NEW YORK

## THESE IMPORTANT PRODUCTS

NEUTRALOL (Petrolatum Liquidum, U. S. P.)

For making toilet creams

LANOLINE—STEAROL—CIRINE WAX

PETROLATUM, Imported and Domestic

ZINKEISEN & CO.,

135 William St.,

New York



## WE RECOMMEND THESE BOOKS

MANUFACTURE OF PERFUMERY (DEITE).....	\$2.50
ART OF PERFUMERY (PIESSE)...	5.00
PERFUMES AND THEIR PREPARATIONS (ASKINSON) .....	3.00
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